

ENERGY SERVICES YELLOW PAGES

*Prepared for the “Cool \$ense Approaches to
Commercial Cooling” workshop,
Boston, MA, April 3, 1997*

The listings include members of two of the “Cool \$ense” workshop’s sponsoring organizations, NEEC and BOMA/Boston. The companies are indexed beginning on page 14 under the following products and services categories:

- Electricity/Gas Suppliers
- Energy Service Companies
- Engineering
- Financing
- HVAC Products and Services
- Lighting Products and Services
- Utilities
- Other Energy Products/Services

“**B**” indicates a BOMA/Boston member. “**N**” indicates a member of NEEC.

N O R T H E A S T E N E R G Y E F F I C I E N C Y C O U N C I L



*Inclusion in this directory does not imply an endorsement by NEEC,
BOMA/Boston, or any other organization.*

N A & M Compressed Air Products, Inc.

John Normandin, President
114 Fortin Dr., Woonsocket, RI 02895

Tel: 401.769.2012 Fax: 401.767.2152

Energy efficient electric and natural gas engine drive process chillers. Electric metering, power analysis and utility rebate assistance.

B, N AllEnergy Marketing Company

Ann Hatcher, Product and Services
95 Sawyer Rd., Waltham, MA 02154

Tel: 617.642.9502 Fax: 617.642.9504

AllEnergy assists your business in enhancing the value of your investment in energy, in building your competitive advantage, and in reducing your operating costs. AllEnergy provides full service retail marketing of energy products and services. Competitively priced energy products include natural gas, electricity, oil, propane and other fuels. AllEnergy also offers a comprehensive portfolio of energy services, including Smart Save energy accounting, Site Check building commissioning, Best Buy procurement services, and energy efficiency services.

B, N The ALTA Companies

David J. Leishman, President
88-B Industry Ave., Springfield, MA 01104

Tel: 413.734.3399 Fax: 413.734.3475

The ALTA Companies consists of two divisions. Alta Resource Management Services, Inc. is a national full service company providing EPA and DEP permitted lighting waste recycling services; electronic/computer equipment recycling; distribution of energy saving LED exit signs; OSHA, DOT, and HazWaste Health & Safety compliance training; and underground and aboveground storage tanks. ALTA's sister company Applied Proactive Technologies, Inc. provides predictive maintenance services including vibration monitoring and analysis, thermographic surveys, ultrasonic surveys, and equipment balancing and alignment.

B BALCO, Inc.

Lawrence Haite, Account Executive
306 Northern Ave., PO Box 9022, Boston, MA 02205

Tel: 617.482.0100 Fax: 617.482.7630

A solutions and customer oriented energy services and HVAC/plumbing company focused on customer needs and quality. Combined with fifty years experience in design, installation, service, maintenance and facility management, BALCO, Inc. is a

true leader within the industry. Customized energy solutions focus on our customers overall owning and operating costs including: gas and power supply side services, demand side services, rate analysis and negotiations, financial services, energy analysis, design/engineering, construction, energy supply and risk management.

N Bluestone Energy Services, Inc.

Peter M. Fairbanks, P.E., President
871 Washington St., Braintree, MA 02184

Tel: 617.356.8865 Fax: 617.356.8864

Bluestone has been in operation for over seven years identifying and developing cost effective energy efficiency products for utility, industrial and commercial clients. Our professional engineers also provide HVAC and process system diagnostic analysis and remedial design services that alleviate operating deficiencies as well as conserve energy. Bluestone offers all project development services from conception and design through financing, implementation and start-up. Bluestone's engineers also have extensive experience in boiler plant and cogeneration plant design.

N Boston Edison Company - Energy Conservation Services

Peter A. Gravalles, Department Manager
800 Boylston St., Boston, MA 02199-8003

Tel: 617.424.2584 Fax: 617.424.2431

A utility offering a wide range of services for residential, commercial and industrial customers including home energy surveys, education on energy efficiency and safety, and measurement and verification services.

B, N Boston Edison Company - Power Systems Services

Patricia Sullivan, Account Executive
800 Boylston St., Boston, MA 02199-8003

Tel: 617.424.2282 Fax: 617.424.3538

Boston Edison's Power Systems Services offers over 1,500 experienced personnel to manage all your high, medium and low voltage distribution equipment with a complete range of services.

Maintenance and Testing:

Provides around the clock preventative maintenance and troubleshooting to minimize power outage problems.

Engineering:

A degreed and licensed staff in all disciplines to help design your total energy solution.

Construction and Installation:

Provides comprehensive management in all phases of project construction and commissioning.

N

Boston Gas Company

Bob Steele, Group Leader, Energy Management
201 Rivermoor St., Boston, MA 02132

Tel: 617.723.5512 Fax: 617.469.9315

As your energy partner, Boston Gas will analyze your current energy usage and provide solutions for conserving and managing all your energy needs so that your business will save money. Boston Gas also has the capability to serve your complete project needs by providing analysis, design, construction and financing for all your energy and equipment improvements that your business needs to improve its competitive advantage. Boston Gas, providing a higher degree of energy.

N

Center for Ecological Technology (CET)

Laura Dubester, Director
112 Elm St., Pittsfield, MA 01201

Tel: 413.445.4556 Fax: 413.443.8123

CET, a non-profit organization, has been providing technical, educational and program services in the fields of energy and resource conservation and solid waste management for over twenty years. CET serves approximately 4,000 households annually through utility sponsored energy efficiency programs. Services include marketing, energy analyses, instrumented air sealing, installation of weatherization materials, quality control inspections, data management and reporting. CET works with schools to incorporate energy education into curricula and classroom activities.

B

CESCO

David McCowan, Vice President
45 Life St., Boston, MA 02135

Tel: 617.782.3151 Fax: 617.783.5918

Providing HVAC services where performance counts:

- maintenance programs
- CFC management plans
- IAQ evaluation & remediation
- design/build installations

- piping & sheetmetal fabrication
- energy management systems
- NEBB certified air & water balancing
- manufacture of energy efficient custom air handlers
- guaranteed performance

N CES/Way International

Andrew Glace, Regional Marketing Manager
139 Main St., Cambridge, MA 02142

Tel: 617.577.7444 Fax: 617.577.0202

ESCO specializing in comprehensive high quality energy & water cost reduction programs for large commercial, industrial and institutional customers. CES/Way's award-winning programs provide capital improvements, energy retrofits, low-cost financing, turnkey design/build engineering and project management, and on-going building energy monitoring and management. Energy savings are guaranteed for the life of the program.

N Citizens Conservation Corporation

Jean Fleischman, Executive Director
530 Atlantic Ave., Boston, MA 02110

Tel: 617.423.7900 Fax: 617.542.4487

CCC, a non-profit energy company, enhances the affordability of low-income multifamily housing through efficiency improvements, market transformation and technology transfer, providing a broad array of services to clients including HUD, MHFA, policy makers, public housing authorities, and building owners/managers.

N DMI

Peter J. Barrer, President
450 Lexington St., Newton, MA 02166

Tel: 617.527.1525 Fax: 617.527.6606

DMI (Demand Management Institute, Inc.) provides creative engineering solutions to energy efficiency opportunities. The company specializes in integrating changes in complex commercial HVAC systems for ease of operations and minimal energy use. DMI also has engineering specialties in wastewater treatment, water supply, refrigeration, plastics fabrication and other industrial technologies.

N Eagle Electric Supply Co.

Stephen Kaplan, Chairman
290 Vanderbilt Ave., Norwood, MA 02062

Tel: 617.302.2000 Fax: 617.302.2171

Full engineering staff offering energy services - consulting, design assistance and technical support, lighting products and controls, variable speed drives, and utility rebate program implementation.

N Eastern Utilities Associates (EUA)

Ted Schnell, C & LM Supervisor
750 West Center St., PO Box 543, W. Bridgewater, MA 02379

Tel: 508.559.2000 x3195 Fax: 508.559.2759

Electric utility offering conservation & load management (C & LM) programs within service territories of Eastern Edison, Blackstone Valley Electric and Newport Electric.

B Electronic Environments Corporation

James Harmon, VP - Building Services
372 University Ave., Westwood, MA 02090

Tel: 617.461.2600 Fax: 617.461.1531

EEC provides infrastructure support of critical equipment specializing in precision environmental control services and energy management systems for computer room and network environments. EEC offers mechanical engineering design, construction and installation, and 7x24 routine and emergency equipment service of HVAC systems including precision cooling, ultrasonic humidification and variable frequency drives.

B Energenix Co., Inc.

Guy Machnes, President
307 Fourth St., Chelsea, MA 02150

Tel: 617.889.5806 Fax: 617.884.7234

Energenix designs, installs and operates electrical submetering systems with optional remote-access capabilities to facilitate the allocation of master electric bills among multiple tenants based on each tenant's actual kWh-usage and kW-peak demand. The submetering systems allow the owner/building manager to recover 100% of the electric bill. Tenants are charged only for their actual usage and benefit directly from energy conservation measures. The Energenix Billing Center provides on-going and prompt tenant billing services.

N Energy Management Consortium

John Hoggard, Managing Director
Three Burlington Woods - 4th Floor, Burlington, MA 01803

Tel: 617.273.0358 Fax: 617.273.0360

A membership-based federation of professionals managing energy in corporations and institutions nationwide. The EMC provides end-users with independent energy advice and is not financially controlled or operated by any individual energy marketer, broker or ESCO.

N**ERI Services**

Maury P. Hepner, Ph.D., Director, Engineering & Analysis
129 South St., Boston, MA 02111

Tel: 617.542.8567 Fax: 617.338.2563

ERI Services provides customized, integrated energy and water systems solutions to industrial, governmental and commercial clients. Our services include energy procurement, performance-based efficiency upgrades, independent power production, project financing and facilities management.

N**EUA Cogenex Corp.**

Edward T. Liston, President
100 Foot of John St., Boott Mills South, Lowell, MA 01852

Tel: 508.441.0030 Fax: 508.441.9299

EUA Cogenex, a wholly owned subsidiary of Eastern Utilities Associates (NYSE:EUA), is a leader in the energy efficiency services industry throughout North America. EUA Cogenex operates nationwide providing economic analysis, engineering, design, financing, and implementation of energy programs for a wide variety of clients. Cogenex's subsidiaries - EUA Day, EUA Citizens, EUA Nova, and EUA Highland - each focus on a specific area within the energy services arena, resulting in comprehensive energy services. The company provides customized capital investment options that include guaranteed or shared savings agreements, which often require no capital outlay.

B**Filter Sales & Service**

Thomas A. Ouellet
10 Roland St., Charlestown, MA 02129

Tel: 617.242.1121 Fax: 617.628.5810

The following is a list of filtration products that provide lower resistance for energy conservation in variable volume and constant volume systems. Filtra Products, Viledon Products, Fiberbond Products. Filter Sales & Service offers free building surveys and energy analysis in relation to the filtration products in the HVAC.

B**Fred Williams, Inc.**

Jim Sullivan, Service Sales Manager

20 Scanlon Dr., Randolph, MA 02368

Tel: 617.961.1500 Fax: 617.961.1879

Fred Williams, Inc. is a full service mechanical contractor providing installation, HVAC maintenance contracts or repair services, and design/build engineering to commercial and industrial clients.

N Global Recycling Technologies, Inc.

Stephen Pozner, Senior Vice President
387 Page St., Stoughton, MA 02072

Tel: 617.341.6080 Fax: 617.341.6088

Providing a complete turn-key service for the recycling of mercury bearing lamps, PCB and DEHP ballast, industrial/consumer batteries and diesel air filters.

N Gourley Company

Gail Donahue
80 Felton St., PO Box 30, Waltham, MA 02254

Tel: 617.894.9500 Fax: 617.894.2301

Gourley Company serves the utility & plumbing-heating industry with the finest water heating equipment, boilers, radiant heat and gas fired engine & absorption cooling systems. We provide engineering/design assistance and an in-house service department.

N Key Engineering & Service, Inc.

Robert Fair, CEO
65 Southbridge St., PO Box 261, Auburn, MA 01501

Tel: 508.752.5227 Fax: 508.752.5919

Design and installation of energy management systems, control systems, status and monitoring systems and building automation systems. System analysis, repair, upgrading of existing systems, project supervision and inspection, and in-house monitoring. Full service electrical contractor serving retail, commercial and industrial customers throughout the Northeast.

N Landis & Staefa

Chuck Howington, District Sales Manager
661 Highland Ave., Needham, MA 02196

Tel: 617.449.0034 Fax: 617.444.9374

Providing a complete and innovative set of solutions to improve building performance, and reduce energy and operating costs, including: turn key performance contracting; building automation/laboratory controls and services; facility management services.

B**Limbach Co.**

Michael Picariello
180 New Boston St., Woburn, MA 01801

Tel: 617.935.6700 Fax: 617.935.6084

Limbach Co. provides single source capabilities for HVAC service, maintenance, repairs, design/build installations, and energy savings programs.

N**National Fiber, Inc.**

S.J. Fusco, President
3 Depot St., Belchertown, MA 01007

Tel: 413.283.8747 Fax: 413.283.2462

Manufacturer of premium quality cellulose insulation. Stocking distributor of insulation blowing machines, parPac system, wet-spray equipment, ventilation and louvers, and other tools and supplies for the insulation contractor.

B**New England Sun Control**

James N. Maloof, Sales Representative
20 Thurber Blvd., Smithfield, RI 02917

Tel: 401.233.0900 Fax: 401.233.0903

Authorized dealer of Scotchtint Window Films in Rhode Island and Massachusetts since 1975. 3M films improve aesthetics, reduce heat, glare and fading, contributing to the protection of furnishings and artwork. Energy costs are reduced by controlling heat gain and loss. Safety and security films are also available, providing hurricane protection.

N**New England Window Systems**

Russell S. Hadaya, President
30 H Street, South Boston, MA 02127

Tel: 617.269.6397 Fax: 617.269.8053

A full service company specializing in design, installation, and servicing of energy efficient windows and doors. Installation includes interior and exterior storms, and new and replacement windows and doors.

N**NORESCO**

David J. Anderson, Vice President
111 Speen St., Suite 500, Framingham, MA 01701

Tel: 508.875.2252 Fax: 508.875.9921

National energy service company providing comprehensive energy services in all market sectors. Our expertise in implementing projects has established us as a recognized leader. NORESCO develops/designs/engineers/finances/implements/guarantees performance.

N Northeast Utilities

Peter Morante, Manager - Marketing & Conservation
PO Box 270, Hartford, CT 06141

Tel: 860.665.2707 Fax: 860.665.2971

Electric utility dedicated to energy efficiency.

B Northwind Boston LLC

Robert P. Thornton, Chief Operating Officer
800 Boylston St., P-359, Boston, MA 02199-8003

Tel: 617.369.7400 Fax: 617.369.7401

Northwind Boston is developing a district cooling system to provide environmentally-responsible air conditioning service to buildings in downtown Boston. Northwind central plants utilize ice storage technology, high efficiency equipment and advanced controls to produce large volumes of ice at night when electricity rates are lowest. During the day, the ice is melted to pump chilled water through a closed loop piping network to a heat exchanger in each building. Customers eliminate on-site CFC chillers, reduce operating and maintenance costs, and flatten peak electric demand.

N Reading Municipal Light Department

William Seldon, Senior Energy Analyst
PO Box 150, Reading, MA 01867-0250

Tel: 617.944.1340 Fax: 617.944.6654

The Reading Municipal Light Department is a Municipal Electric Utility committed to personalized customer service offering a variety of value added services to complement our customers electric energy needs.

N Resource Enhancement Services, Inc.

John Abraham, P.E., President
415 Boston Turnpike, Suite 210, Shrewsbury, MA 01545

Tel: 508.842.1233 Fax: 508.845.1775

Energy consulting and retail wheeling; energy conservation; HVAC recovery & optimization; computerized energy system simulation; building commissioning; mechanical engineering design including HVAC, plumbing, and fire protection system.

N RISE Engineering, a division of Thielsch Engineering, Inc.

Vincent R. Graziano, President
1341 Elmwood Ave., Cranston, RI 02910

Tel: 401-784-3700 Fax: 401-784-3710

Offering engineering, installation, and financing of premium efficiency technologies in all sectors. Founded in 1977, RISE has received national recognition as a full service energy organization serving utilities and end users throughout New England.

B, N Sandman Electric Company

Robert L. Sandman, President
530 West St., Braintree, MA 02184

Tel: 617.848.2111 Fax: 617.848.2129

Providing utility company replacement and failed electric motor services, power factor correction and application engineering, transformers, V.F.D.'s

N Synergy Investment, Inc.

Daniel Gould, President
436 Central St., Framingham, MA 01701

Tel: 508.788.0413 Fax: 508.788.0536

Synergy Investment specializes in turnkey lighting services for energy efficient lighting retrofits including audits, cost and savings estimates, project management and utility rebates to improve overall lighting quality. Customers include ESCO's, retail and commercial facilities. Synergy had sales of \$3 million in 1996 doing projects in 21 states.

B Trigen-Boston Energy Corporation

Patrick J. Scalli, Vice President, Sales & Marketing
210 South St., Boston, MA 02111

Tel: 617.482.8080 Fax: 617.482.3235

Trigen's mission is simple, "Provide heating, cooling and electricity with one half the fuel and one half the pollution of conventional generation." Trigen-Boston provides diverse energy services, products and programs to its customers working both the supply and demand (consumption) sides of the meter. These include heating, cooling, power and demand side management for our district system customers and low cost energy from highly efficient combined heat and power generating facilities at user sites, made possible by our joint venture with Hydro-Quebec's U.S. subsidiary. Trigen is North America's largest independent owner, operator and developer of district energy systems.

N XENERGY Inc.

Jim Ferro, Senior Vice President

Three Burlington Woods, Burlington, MA 01803

Tel: 617.273.5700

Fax: 617.229.4867

Provides comprehensive and cost effective energy and environmental services, including natural gas and electricity fuel supply management, DSM, engineering services, software development, research and planning to utilities; and policy and technical services to government agencies and end user clients.

INDEX

Electricity/Gas Suppliers:

AllEnergy Marketing Company	Page 2
BALCO, Inc.	Page 3
Boston Edison Co. - Energy Conservation Services	Page 3
CES/Way International	Page 5
ERI Services	Page 8
EUA Cogenex Corp.	Page 8
Northeast Utilities	Page 11
XENERGY Inc.	Page 13

Energy Service Companies:

AllEnergy Marketing Company	Page 2
BALCO, Inc.	Page 3
Boston Gas Company	Page 4
CES/Way International	Page 5
Citizens Conservation Corporation	Page 6
Electronic Environments Corporation	Page 7
ERI Services	Page 8
EUA Cogenex Corp.	Page 8
Key Engineering & Service Inc.	Page 9
Landis & Staefa	Page 10
NORESCO	Page 11
Northwind Boston LLC	Page 11
XENERGY Inc.	Page 13

Engineering:

The ALTA Companies	Page 2
BALCO, Inc.	Page 3
Bluestone Energy Services, Inc.	Page 3
Boston Edison Co. - Power Systems Services	Page 4
CESCO	Page 5
CES/Way International	Page 5
DMI	Page 6
Electronic Environments Corporation	Page 7
ERI Services	Page 8
Resource Enhancement Services, Inc.	Page 12
RISE Engineering, a division of Thielsch Engineering, Inc.	Page 12
Sandman Electric Company	Page 12
XENERGY Inc.	Page 13

Financing:

BALCO, Inc.	Page 3
Boston Gas Company	Page 4
CES/Way International	Page 5
ERI Services	Page 8
EUA Cogenex Corp.	Page 8
Landis & Staefa	Page 10

RISE Engineering, a division of Thielsch Engineering, Inc.	Page 12
XENERGY Inc.	Page 13

HVAC Products & Services:

The ALTA Companies	Page 2
BALCO, Inc.	Page 3
CESCO	Page 5
CES/Way International	Page 5
Electronic Environments Corporation	Page 7
Filter Sales & Service	Page 8
Fred Williams, Inc.	Page 9
Gourley Company	Page 9
Landis & Staefa	Page 10
Limbach Company	Page 10
RISE Engineering, a division of Thielsch Engineering, Inc.	Page 12
Sandman Electric Company	Page 12

Lighting Products & Services:

The ALTA Companies	Page 2
BALCO, Inc.	Page 3
CES/Way International	Page 5
Eagle Electric Supply Co.	Page 6
Global Recycling Technologies, Inc.	Page 9
RISE Engineering, a division of Thielsch Engineering, Inc.	Page 12
Synergy Investment, Inc.	Page 13

Utilities:

Boston Edison Co. - Energy Conservation Services	Page 3
Boston Edison Co. - Power Systems Services	Page 4
Boston Gas Company	Page 4
Eastern Utilities Associates (EUA)	Page 6
Northeast Utilities	Page 11
Northwind Boston LLC	Page 11
Reading Municipal Light Department	Page 12
Trigen-Boston Energy Corporation	Page 13

Other Energy Products & Services:

A & M Compressed Air Products, Inc.	Page 2
AllEnergy Marketing Company	Page 2
The ALTA Companies	Page 2
BALCO, Inc.	Page 3
Boston Gas Company	Page 4
Center for Ecological Technology (CET)	Page 5
Eagle Electric Supply Co.	Page 6
Energenix Co., Inc.	Page 7
Energy Management Consortium	Page 7
ERI Services	Page 8
Global Recycling Technologies, Inc.	Page 9
Landis & Staefa	Page 10
National Fiber, Inc.	Page 10
New England Sun Control	Page 10

New England Window Systems
Northwind Boston LLC
Sandman Electric Company
XENERGY Inc.

Page 11
Page 11
Page 12
Page 13